



## PR/109096 | Manager / Senior Manager-Energy, Mineral Resources and Recycling

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントインド

#### 求人ID

1522341

#### 業種

その他（商社）

#### 雇用形態

正社員

#### 勤務地

インド

#### 給与

経験考慮の上、応相談

#### 更新日

2025年02月18日 12:42

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

**Position: Manager / Senior Manager**

**Division: Energy, Mineral Resources and Recycling**

**Department: Iron ore, Metal Resources, Niobium, Business Development**

**Company overview:** Japanese trading company

#### Industry and companies:

- Steel Industry
- Non-Ferrous Industry
- Industrial Minerals Industry
- Material suppliers to the above industry (except trading companies)

**Preference:** Working with following industries

- Ferrous (Steel, Iron ore, Ferroalloys)
- Non-ferrous (Copper, Aluminum)
- Refractories

#### Job Purpose

Company aims to double its company value by 2030 and accomplishing its goal through making new profitable business in

India. Energy, Mineral Resources and Recycling division has just started to explore new business avenues and having the competent work force is essential to achieve our goal.

Thus, we look for candidates who can understand our mission and thereby contribute to our goal through current business expansion, new business creation, comprehensive research and business development activity that makes our profit double.

**Key Responsibilities:**

- Communicate in between Suppliers and Consumers for smooth business execution and strengthening relationship. Keep showing our function to both suppliers and customers by making smooth and tight communication with both of the parties. Both friendly attitude to knowing each other and logical way of thinking is necessary for this responsibility.
- Manage pressures from Suppliers side and Customers side. As our biggest supplier is holding 80% market share in India, need to have respect and polite attitude to suppliers even though their request is sometimes demanding. Since customers are Major Indian manufacturer (steel, Copper, Aluminum), need to understand their mindset and manage to coordinate proper discussion to maintain long term relationship between customers and the supplier.
- Explore new items opportunity to make business between India and Overseas.
- Collaborate with Business Unit to identify project specific needs and objectives.
- Conduct in-depth research on market trends, competition, and new opportunities related to Business division.
- Collate data, statistics, and information on various topics in relevant industries.
- Analyse and synthesize research findings into clear and concise reports, summaries, and presentations.
- Present findings to the Business Unit and provide suggestions based on the research.
- Stay updated on industry trends and developments to ensure accurate and relevant information.
- Identify and approach potential business partners, clients, and stakeholders to expand our network along with Business division. Build and maintain relationships with existing and prospective clients.
- Support in developing business strategies.

**Knowledge, Skills, and Competencies:**

- Negotiation skill and knowledge through procurement and/or sales.
- Research ability from various sources.
- Ability to work independently and manage multiple projects simultaneously.
- Excellent written and verbal communication skills.
- Proficient in WORD, EXCEL, POWERPOINT, Chat GPT etc.

**Personal Style and Behavior:**

- Open-minded, self-motivation, a strong work ethic and enthusiasm for change.
- An excellent team player with positive attitude and risk management mindset.
- Ability to take ownership and responsibility.
- Self-motivated, quick learner and flexible to adapt to Japanese way of thinking.
- Strong curiosity and passion for gaining insights in various fields.
- Punctuality and effective time management
- Proactive and mindful with regards to reporting, communication, and consulting with Business Unit especially about negative outcomes.

**Qualifications:** University graduate from premier institute.

**Experience:** Minimum working experience around 10 years (age:30-35 years old) in procurement, sales, new business creation, market research.

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会社説明